

Message Text

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15

ACTION EB-07

INFO OCT-01 ARA-06 ISO-00 AID-05 CIAE-00 COME-00 FRB-03

INR-07 NSAE-00 TRSE-00 XMB-02 OPIC-03 SP-02 CIEP-01

LAB-04 SIL-01 OMB-01 NSC-05 SS-15 STR-04 CEA-01 TAR-01

L-02 H-02 /073 W

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R 101430Z APR 75

FM AMCONSUL MONTERREY

TO SECSTATE WASHDC 1704

INFO AMEMBASSY MEXICO

LIMITED OFFICIAL USE MONTERREY 0251

E.O. 11652: N/A

TAGS: ETRD,MX

SUBJECT: GOM TO PROHIBIT IMPORTATION OF US TRACKED VEHICLES

1. A HIGHLY RELIABLE AMERICAN INDUSTRIAL LEADER INFORMED CONOFF THAT, AT CONFERENCE TO BE HELD IN ACAPULCO BEGINNING APRIL 18, A LEADING MANUFACTURER'S REPRESENTATIVE OF THE AMERICAN TRACTOR INDUSTRY WILL REVEAL THAT GOM WILL PROHIBIT THE IMPORTATION OF ALL TRACKED AGRICULTURAL, CONSTRUCTION AND MINING VEHICLES, WITH THE EXCEPTION OF THOSE OF A SINGLE SUPPLIER. THE REPORT WILL STATE THAT OF SOME 10,000 UNITS OPERATING IN MEXICO, 8,000 WILL BE LEFT WITHOUTIMPORT CONNECTIONS TO THEIR PRODUCERS.

2. THE SINGLE EXCEPTION WILL BE THE JAPANESE FIRM KAMATSU, WHOSE POLITICAL POSITION HAS BEEN ENHANCED BY ITS AGREEMENTS TO JOINT VENTURE PRODUCTION IN MEXICO OF HEAVY EQUIPMENT IN PARTNERSHIP WITH GOM. AMERICAN COMPETITOR REJECTED SIMILAR JOINT VENTURE PROPOSAL BECAUSE OF RELUCTANCE TO ACCEPT GOM NATIONAL CONTENT REQUIREMENTS.

3. EXPORTS OF AMERICAN-MADE COMPLETE UNITS AND SPARE PARTS
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WILL OF COURSE SUFFER. IN ADDITION, THE EXPORT "PULL" OF

LOCAL MANUFACTURE WILL PROBABLY BE LOST? BECAUSE THE AMERICAN
FIRM, WHICH HAD PLANNED JOINT VENTURE WITH PRIVATE ENTERPRISE,
IS NOW LESS LIKELY TO ATTEMPT MEXICAN PRODUCTION, EVEN IF
AGREEMENT CAN BE REACHED ON LOCAL CONTENT. WERE THE
AMERICAN SUBSIDIARY TO BECOME THE SUPERIOR PRODUCER, IT
FEARS, THE GOM WOULD INSTITUTE DISCRIMINATORY REGULATIONS,
AS IN THE COCA COLA CASE, IN ORDER TO PROTECT ITS OWN
INVESTMENT.
LAMBERT

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: IMPORT CONTROLS, TRACTORS, JOINT VENTURES
Control Number: n/a
Copy: SINGLE
Draft Date: 10 APR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975MONTER00251
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750126-0337
From: MONTERREY
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750463/aaaacfwk.tel
Line Count: 70
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 10 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <10 SEP 2003 by BoyleJA>; APPROVED <11 SEP 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GOM TO PROHIBIT IMPORTATION OF US TRACKED VEHICLES
TAGS: ETRD, MX, US, JA
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006